PLEASE USE BLACK INK OR TYPEWRITER WHEN PREPARING YOUR BID. BE SURE YOU HAVE INSERTED YOUR COMPANY'S NAME IN THE BOX

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Bidder

Whitcomb Associates, Inc.

For Item I, Trade; Item II, Non-Trade; and Item III, Textbook Publications, a percent discount shall be offered as follows: List less __30__% Discount For Item IV, Net Publications, a handling charge shall be as follows: \$__0 _ each Enter Zero if No Discount or No Charge

PUBLICATIONS

	<u>Item I</u>	Item II	Item III	Item IV NET
	TRADE Discount	NON-TRADE Discount	Text- <u>Books</u>	Handling Charge
AE. PRINT				
A. CLOTH BINDING Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: N/A copies no quantity restrictions copies N/A copies	30% 30% 30%	% % %	% % %	\$0 \$0 \$0 \$0
B. LIBRARY BINDING Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: N/A copies no quantity restrictions copies N/A copies	30% ,30% 30%	% % %	% % %	\$0 \$0 \$0
C. PAPERBACKS, QUALITY Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: N/A copies no quantity restrictions copies N/A copies	% % % %	% % %	% % %	\$0 \$0 \$0 \$0
D. PAPERBACKS, MASS MARKET Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: N/A copies no quantity restrictions copies N/A copies	30% 30% 30%	% % %	% % %	\$0 \$0 \$0 \$0

MATERIALS, AND RELATED ANCILLARY SERVICES

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Bidder

Whitcomb Associates, Inc.

	MARITO -				
			PUBLI	CATIONS	
		Item I	Item II	Item III	Item IV NET
		TRADE Discount	NON-TRADE Discount	Text- Books	Handling Charge
E.	PREBOUND HARDBACKS Discount/Charge per copy Volume Pricing-Price Breaks for Single Title: N/A copies ntity restrictions copies N/A copies	30% 30% 30%	% % %	% % %	\$0 \$0 \$0 \$0
F.	NON-PRINT AND OTHERS Discount/Charge for single unit				
1.	Audio Cassettes (music, educational, etc.)	%	%	%	\$
2.	Audio Visual Materials	%	%	%	\$
3.	Books on Tape Abridged	%	%	%	\$
4.	Books on Tape Unabridged	%	%	%	\$
5.	CD-ROM (fixed price only- no online services)	,%	%	%	\$
6.	CD-ROM (additional discount if offered in conjunction with an online service)	%	%	%	\$
7.	CDs (music, etc.)	%	%	%	\$
8.	Encyclopedias	%	%	%	\$
	0.0000	%	C /	90	5
10.	Maps	%	%	%	\$
11.	Microcomputer Software (educational)	%	%	%	\$
12.	Microform (Microfiche and microfilm)	%	%	%	\$
		22			

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			PUBLI	CATIONS	
		<u>Item I</u>	Item II	Item III	Item IV
		TRADE Discount	NON-TRADE Discount	Text- Books	NET Handling <u>Charge</u>
13. Slides		%	%	%	\$
14. Video Tapes (featueducational, etc.)	ire film,	%	%	%	\$
15. Other (please spec	:ify)	% % % %	% % % %	% % % %	\$ \$ \$ \$
olume Pricing-Price Break ection F for Multiple Units lon-Print Sub-Item Numbe Aggregate pricing to be off	-List rs: fered				
oN/AN/A	_units	%	%	%	\$
NoN/AN		% % % %	% % % %	% % % %	\$
ON/AN/A	_units _units _units _units _units _units _units	% %	% % % %	% %	\$ \$ \$

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Attached	\$75	includes pocket checkout card full set of catalog
Unattached	\$99	cards & spine labels
Dehinding of Departments	f f	
N/A	\$ \$	
Shelf Ready Books	\$\$ \$\$	Complete set of catalog pocket, cards & spine labels
Customized Reports Available upon request	\$ \$ \$	
Bibliographic Records	\$ \$ \$	Marc Data Disk Free
Security Tape	\$ \$	unattached
Dec Onder	\$	attached
Bar Codes	\$15 \$ \$30 \$	unattached attached
Other - Bidder to list:	\$	
	Rebinding of Paperbacks N/A Shelf Ready Books Customized Reports Available upon request Bibliographic Records Security Tape Bar Codes	Unattached

[:] Many of our publishers offer free processing.

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No Bids on this Page				
See "Discounts," "Aggregate Discounts," clauses and "Detailed Specifications." Please specify the amounts that apply in the left column and the discounts to the right of the solid line.	<u>Item I</u>	<u>DISC(</u>	DUNTS Item III	Item IV
VOLUME PRICING-PRICE BREAKS for agency's aggregate purchase	TRADE Discount	NON-TRADE Discount	Text- Books	NET Handling Charge \$ or %
in dollars. Please specify the amount that applies: \$ \$ \$	% %	% %	% %	
VOLUME PRICING-PRICE BREAKS for aggregate contract purchases in dollars statewide: \$ \$ \$ \$	% %	% %	% % %	
OTHER VOLUME PRICE BREAKS AND/ OR DISCOUNTS - Bidder to explain: \$ \$ \$	% % %	% %	% %	
Electronic Access Ordering Discount Prepayment Plan Discount Deposit Account Discount Approval Plan Discount Please Explain	,% % %			

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В	IDDE	R SHALL ANSWER EACH OF THE FOLLOWING QUEST	FIONS AS PART OF THE BID:
	1.	Number of years in business (three years minimum required): In lieu of three years, previous experience may be considered or five references may be provided. See "Qualification of Bidder" clause.	43
	2.	If bidder does not meet the three-year requirement, has either documentation of previous experience or the required five references (including company name, contact person, complete address, telephone and fax numbers) been attached?	e YESNO
	3.	Does bidder offer an electronic access ordering system (option	
	4.	If yes, name of computer software system offered for electronic access ordering system:	; -
	5.	Is 24-hour rush delivery available (optional)?	YES <u>x</u> _NO
	6.	If yes, is there an additional charge for 24-hour delivery?	YESNO
	7.	If there is a price additional for 24-hour delivery, on what basis (state "0" if none)?Charge: \$	
	8.	Is bidder offering foreign product? If yes, please identify:	YES _XNO
	9.	Toll-free numbers for state procurement use (see "Toll-Free Numbers"): Telephone: (800)501-1151 Fax:	(978)462-7784
	10.	If a toll-free number is not currently available, is bidder willing to establish a toll-free number, if awarded a contract?	YESNO
	11.	Is bidder prepared to submit the required financial statements within five business days of request (see "Financial Stability" clause)?	NO
	12.	Guaranteed Delivery (Number of calendar days required to ship 95 percent of typical order)? usually less time. July & August is the highest volume period.	7-14 Days A/R/O unprocessed 28 days processed

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13.	In the event you may be successful in receiving an award, please provide the following information for inclusion in the Notice of Contract Award to be sent to customer agencies:	
	Company Name:	Whitcomb Associates, Inc.
	Street Address:	44 Merrimac Street
	P.O. Box:	
	City, State, Zip:	Newburyport, MA 01950
	Contact Person (please print or type):	Carol Guerrin
	Telephone Number:	800 <u>501-1151</u> Local <u>(603)434-1582</u>
	Fax Number:	800
	Internet Address (E-mail):	Sales@whitcomb-assocs.com
	WWW Site:	www.whitcomb-assocs.com
14.	Is the pricing offered the same or lower than that offered to other corporations, institutions, and government agencies' on similar items, quantities, terms and conditions:	xYESNO
	If no, please explain:	
15.	EXCEPTIONS: Does bidder take exception to any of the terms and conditions stated herein?	YES _xNO
	If "YES", please explain in detail:	